

ELECTRONIC MULTILATERAL NEGOTIATION SYSTEM

ABSTRACT OF THE DISCLOSURE

A system and method for managing multilateral negotiations are disclosed. The
5 method generally includes sending a negotiation initiating offer object to a first
negotiating party for specifying rules of the negotiation and for forming a negotiation
initiating offer including specification of at least one attribute. The method also includes
receiving the negotiation initiating offer from the first negotiating party, sending a
counter offer object to a second negotiating party for forming a counter offer to the first
10 negotiating party, receiving the counter offer from the second negotiating party,
validating the counter offer if the counter offer complies with the rules of the negotiation,
and sending the validated counter offer to the first negotiation party to engage the
negotiation parties in an active negotiation. The counter offer object is adapted for
specification of at least one additional attribute. A negotiation facilitator system for
15 managing an electronic negotiation and a computer program product for managing a
multilateral negotiation are also disclosed.